

STATE OF SOUTH CAROLINA  
CERTIFIED PUBLIC MANAGER PROGRAM

PROJECT TITLE:  
**Statewide Contracts versus Open Market Buys**

Submitted By:  
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Date:  
February 6, 2007

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### **Problem Statement**

The State of South Carolina in accordance with the South Carolina Consolidated Procurement Code is tasked with ensuring increased economy and maximizing to the fullest extent practicable the purchasing values of public funds. The State has competition requirements that are adhered to in accordance with the Code. Repeat purchases have been studied and have been determined to be the most advantageous to the State if purchases utilize Statewide Term Contracts.

State agencies repeatedly use the Statewide Term Contracts but many political subdivisions, counties and school districts continue to purchase many, if not all, goods and services using Open Market Buys. The presumed problem with open market buying is that the competitive bidding process is not used, and in turn, entities pay more for goods and services because vendors realize that they do not always have to give "best pricing" to these entities.

## Data Collection

The following types of data are useful in determining potential cost-savings in utilizing statewide contracts versus open market buys:

- Baseline Pricing Comparison Report
  - Comparing costs between other State's contracts
  - Gather "open market" costs on commodities/services
  - Presently active state contracts
- Compliance reports on the Hewlett Packard printer supplies contract the State currently has with OfficeMax.
- Discussions with "end users" and/or agency procurement professionals.

## Data analysis

During the infancy of my data gathering, soft data was gathered in order to get an initial "gut feeling" as to what the data would ultimately spell out. A member of my staff sent out an email to the procurement directors and liaisons throughout the state. The email was a reminder that the printer supplies (cartridges, toners) for all Hewlett Packard printers were on state term contract and that it was mandatory for agencies to purchase off of these contracts. The "informal" feedback was that buyers frequently forgot to use this contract because it was easier to use the Procurement Card to purchase these items from a local office store than do a separate transaction with the contract provider.

The outcome is that agencies are spending more money on open market buys than they would if the state term contracts were utilized in the manner in which they were intended.

The next step was to compare three main areas of contracting by comparing costs between other State's contracts, gathering "Open Market" costs on commodities/services, and studying presently active state contracts. Within these comparisons one-hundred and sixty-three (163) products and services for Information Technology were researched. Of the commodities researched one-hundred and thirty-six items were collected for a comprehensive Open Market Comparison. The research results show that of the one-hundred and thirty-six (136) products and services that Open Market prices could be compared only ten (10) items were priced cheaper than the Statewide Term Contracts in South Carolina. (See Attachment A) All of those items were printers. Part of the reasoning that these printers were priced cheaper on the Open Market is that retail stores use these types of items as loss leaders to get customers into their stores in hopes of selling other products to make up the profit on those items. Only two (2) items were priced the same of the one-hundred and thirty-six (136) items compared and those were GPS Tracking Devices for monitoring prisoners in work release programs.

The State contract pricing when comparing State to State was identical in most cases and where some State's actually had better prices their volume purchased was greater than South Carolina's (See Attachment B). There was a comparison of PC-Personal Computers between South Carolina and Georgia where Georgia had better prices. The reason that Georgia has better pricing is they standardized their PC configurations allowing the manufacturer to build one or two desk top configurations.

This gives the manufacturer a better idea of what is being ordered from government entities in Georgia and that allows the manufacturer to prepare their assembly lines with those configurations. The manufacturer then passes part of the cost savings back to those Georgia government entities. Custom configurations that are ordered from South Carolina costs more with all the individual customizations needed.

The next data comparison was a report that OfficeMax ran that shows all of the purchases made from January 2007 through November 2007 for the State of South Carolina's Hewlett Packard Printer Supplies. Please note that the report has Total Sales from each government entity, S1 Items which are the HP Printer Supplies and Other, which is all purchases from those agencies to OfficeMax for items not on the State Contract. For this comparison we need to only focus on the "TOTALS" tab in the Excel spreadsheet and column D on "S1 Items".

This data shows that twenty-three (23) State Agencies did not purchase anything from the HP Printer Supplies contract. Seven (7) local government entities did not purchase from the contract and those included Cities, Town, Counties and School Districts. There are several reasons that State Agencies did not purchase from the contract. First, some did not even know or claimed to not know that there was a contract in place. Others claimed that they were doing business with other HP authorized dealers for their supplies. Others claimed that the prices were not as good as they could get. The final reason is that some agencies do not have Hewlett Packard printers; they use other manufacturer's brands. Please note that the we will not know what purchasing outside of the State contracts is costing the State until we gather at least a year's worth of sales data

from our required contract sales reports. I believe that with the ITMO Training and Outreach Classes we can stem the tide with this issue as much as possible. This will help us to "Measure for Performance and not for Blame", by helping Agencies to be educated on how to utilize our State contracts thus leading them down the compliance road.

### **Implementation Plan**

What action needs to be taken to ensure that the competitive bidding process is not jeopardized by the underutilization of mandatory statewide term contracts? During a recent staff meeting, this question was posed and it was recommended that the ITMO (Information Technology Management Office) spend more time marketing or "training" buyers, procurement professionals and end users on the existence of and purpose of state term contracts. To take it one step further, ITMO plans to take a training group on the road to reach decentralized offices that are outside the reaches of the centralized Columbia procurement offices. ITMO would like to take a proactive approach of training agencies to ensure that they are in compliance with the South Carolina Consolidated Procurement Code & Regulations. Still other agencies which refuse to purchase from these mandatory Statewide contracts will possibly have their purchase certification limits lowered or completely suspended until compliance is achieved. ITMO has already started to implement the compliance portion of this by scheduling meetings with State Agencies, School Districts and local government entities to kick-start this program. We are scheduling these meetings with key personnel on a bi-weekly basis as time permits while using a marketing team approach. The marketing

team approach is to target these government entities needs first and then facilitating the compliance piece in an effort to measure for performance and not for blame . We will also utilize the South Carolina Association of Governmental Purchasing Officials (SCAGPO) training sessions to make announcements regarding this program and to discuss these compliance issues. At this rate I estimate that it will take us approximately sixteen months to get the word out to the majority ITMO's customers. The cost to implement this program will typically be the time expended by an average of three (3) ITMO Procurement Manager's and the use of a State car with fuel to and from each location. On average these meetings will take no more then an hour and a half to two hours. We are scheduling and planning to have more then one stop on the trips that are the furthestest points from Columbia. This technique will allow us to better utilize our time and fuel by training more then one entity at those outer locations in South Carolina.

### **Evaluation Method**

The centralized procurement offices, both ITMO and MMO, generate reports based on the usage of all statewide term contracts. After the implementation strategy that relies heavily on training and educating the masses has reached fruition, an analysis of these reports will tell whether or not the process has been successful. It will be imperative that ITMO run sales reports on an annual basis to review whether Agencies and other government entities are purchasing from the Statewide Term Contracts as mandated by law. Because of the frequency of turnover in personnel responsible for



purchasing within agencies etc., it will be necessary to have refresher training sessions to insure that these entities stay within the guidelines of the contracts that ITMO establishes.

### **Summary and Recommendations**

At the beginning of the process, the goal was to determine the advantages and disadvantages of purchasing from statewide term contracts versus open market buys. During the fact-finding process, it was obvious that agencies realize a significant cost savings by using statewide term contracts. It also became obvious that often times, agencies do not realize that using an open market process when a statewide term contract is already in place costs them valuable time and funding for the same commodity or service. Although many of these agencies are certified by Budget & Control Board, they are not audited on the use of mandatory statewide term contracts so the under utilization is never addressed. I would recommend that the Budget & Control Board reassess their audit matrix to ensure full compliance with the SC Consolidated Procurement Code to include utilizing contracts to their fullest extent.

## Attachment A

ACCOUNT	NAME	TOTAL SALES	\$1 ITEMS
652267	BERKELY COUNTY GOVERNME	\$1,673.79	\$1,673.79
511203	CENTRAL CAROLINA TECHNI	\$0.00	\$0.00
463622	CHARLESTON CO SCHOOL DI	\$239,041.50	\$230,826.61
507318	CHEROKEE COUNTY SCHOOL	\$12,025.28	\$6,285.39
622139	CHESTERFIELD COUNTY SCH	\$1,262.38	\$1,221.82
661158	CITY OF COLUMBIA	\$0.00	\$0.00
296918	CITY OF MYRTLE BEACH	\$668.04	\$122.10
614980	CITY OF NEWBERRY	\$203.64	\$203.64
434417	CITY OF SPARTANBURG	\$0.00	\$0.00
475206	CLEMSON UNIV	\$1,495,443.09	\$616,996.65
517852	COASTAL CAROLINA UNIV	\$64,490.92	\$55,332.55
556917	COLLEGE OF CHARLESTON	\$346,747.16	\$134,871.64
285533	COUNTY OF GREENVILLE	\$0.00	\$0.00
390306	DORCHESTER SCHOOL DISTR	\$1,200.10	\$542.83
647224	GEORGETOWN COUNTY SCHOO	\$53,933.16	\$52,095.93
568599	GREENVILLE TECH	\$17,412.17	\$17,412.17
527793	GREENWOOD SCHOOL DIST	\$0.00	\$0.00
636716	HAMPTON SCHOOL DISTRICT	\$5,456.34	\$5,456.34
651108	HORRY COUNTY SCHOOLS	\$35,198.77	\$33,934.92
653241	HORRY GEORGETOWN TECHNI	\$29,503.69	\$29,212.69
594980	LANCASTER COUNTY SCHL D	\$21,431.38	\$19,823.90
632572	LEXINGTON & RICHLAND CT	\$33,001.03	\$33,001.03
651719	LEXINGTON COUNTY	\$1,220.70	\$1,220.70
604984	LEXINGTON COUNTY SCHOOL	\$214,057.65	\$213,826.20
587943	LIEUTENANT GOVERNORS	\$9,393.99	\$9,393.99
491907	MUSC UNIV SIDE	\$42,123.70	\$14,360.14
601815	NORTHEASTERN TECHINCAL	\$3,719.56	\$3,719.56
658480	OCONEE COUNTY SCHOOL DI	\$0.00	\$0.00
511196	ORANGEBURG SCHOOL DIST	\$0.00	\$0.00
533926	PATRIOTS POINT	\$0.00	\$0.00
267824	PICKENS COUNTY SCHOOL D	\$14,638.20	\$8,381.53
645538	RICHLAND COUNTY SCHOOLS	\$80,121.93	\$79,685.94
510271	SC ADMINISTRATIVE LAW C	\$0.00	\$0.00
643026	SC AGRICULTURE	\$0.00	\$0.00
222487	SC ARTS COMMISSION	\$0.00	\$0.00
650743	SC ATTORNEY GENERAL	\$0.00	\$0.00
657948	SC COMM. FOR THE BLIND	\$0.00	\$0.00
548546	SC COMMISSION FOR HIGHE	\$0.00	\$0.00
608053	SC COMPTROLLER GENERAL	\$0.00	\$0.00
497444	SC DEPARTMENT OF BUDGET	\$7,362.73	\$6,881.34
460235	SC DEPARTMENT OF PARKS	\$4,678.90	\$4,147.40
618816	SC DEPARTMENT OF REVENU	\$24,457.92	\$23,165.90
593599	SC DEPT OF ALCOHOL & DR	\$0.00	\$0.00
642950	SC DEPT OF COMMERCE	\$0.00	\$0.00
643892	SC DEPT OF CONSUMER AFF	\$0.00	\$0.00
632659	SC DEPT OF CORRECTIONS	\$27,105.49	\$26,415.46
647394	SC DEPT OF DISABILITIES	\$3,526.45	\$3,125.81
601508	SC DEPT OF HEALTH & HUM	\$6,509.45	\$6,455.89
651784	SC DEPT OF INSURANCE	\$0.00	\$0.00
618311	SC DEPT OF MENTAL HEALT	\$202,240.71	\$187,770.26

209770	SC DEPT OF MOTOR VEHICL	\$150.55	\$150.55
632730	SC DEPT OF NATURAL	\$15,966.07	\$14,941.51
637730	SC DEPT OF PUBLIC SAFET	\$9,206.82	\$9,206.82
625712	SC DEPT OF SOCIAL SERVI	\$3,549.77	\$2,682.99
632436	SC DEPT OF TRANSPORTATI	\$20,136.63	\$17,337.19
619039	SC DHEC	\$269,848.31	\$258,961.84
574355	SC EDUC OVERSITE COMMIT	\$33.40	\$0.00
593200	SC EDUCATIONAL TELEVISI	\$0.00	\$0.00
650659	SC ELECTION COMMISSION	\$1,278.28	\$1,278.28
649836	SC EMERGENCY MANAGEMENT	\$3,017.32	\$2,873.73
660246	SC EMPLOYMENT SECURITY	\$62,291.63	\$55,651.20
653112	SC FORESTRY COMMISSION	\$0.00	\$0.00
550757	SC GEORGETOWN COUNTY	\$147.64	\$147.64
635326	SC GOVERNORS OFFICE	\$23,636.99	\$23,636.99
488140	SC H COOPER BLACK JR ME	\$162.18	\$162.18
516352	SC JUDICIAL DEPARTMENT	\$7,212.03	\$7,212.03
649776	SC LABOR, LICENSE &	\$2,924.09	\$2,148.97
618215	SC LAW ENFORCEMENT	\$46,825.98	\$45,195.18
539586	SC LEGISLATIVE AUDIT	\$0.00	\$0.00
653107	SC LOTTERY COMMISSION	\$4,293.23	\$4,293.23
649713	SC OFFICE OF ADJUDANT	\$0.00	\$0.00
540544	SC PROBATION, PAROLE, &	\$2,600.00	\$2,600.00
604231	SC PUBLIC SERVICE COMMI	\$3,801.85	\$3,801.85
652001	SC SEA GRANT CONSORTIUM	\$0.00	\$0.00
587694	SC STATE ACCIDENT FUND	\$0.00	\$0.00
543802	SC STATE HOUSING	\$12,480.46	\$12,480.46
645418	SC STATE LIBRARY	\$1,962.14	\$1,962.14
612492	SC STATE MUSEUM	\$0.00	\$0.00
660314	SC STATE UNIVERSITY/ORA	\$39,031.02	\$36,097.22
643472	SC TECHNICAL COLLEGE SY	\$698.92	\$433.92
652987	SC VOCATIONAL	\$2,098.19	\$2,098.19
607124	SCDOT OFFICE OF RESEARC	\$0.00	\$0.00
575621	SCEIS PROJECT	\$3,913.08	\$3,913.08
626992	SPARTANBURG CMNTY COLLE	\$0.00	\$0.00
575163	SPARTANBURG CNTY SCHOOL	\$0.00	\$0.00
500280	SPARTANBURG TECHNICAL C	\$531.46	\$47.99
495324	STATE DEPT OF EDUCATION	\$3,658.07	\$3,523.78
209555	STATE OF SOUTH CAROLINA	\$103,855.68	\$89,887.06
613727	STATE OF SOUTH CAROLINA	\$0.00	\$0.00
663354	SUMTER CNTY SCHOOLS DIS	\$3,179.46	\$1,065.10
594723	TRI-COUNTY TECHNICAL	\$7,690.18	\$7,490.05
663148	UNIV OF SC/COLUMBIA	\$82,176.57	\$81,066.63
618451	UNIVERSITY OF SC-LANCAS	\$3,391.69	\$3,243.29
367384	YORK TECHNICAL COLLEGE	\$1,705.50	\$1,228.86
		<b>\$3,743,305.01</b>	<b>\$2,524,384.07</b>

OTHER
\$0.00
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\$8,214.89
\$5,739.89
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\$0.00
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\$2,114.36
\$200.13
\$1,109.94
\$148.40
\$476.64
<b>\$1,218,920.94</b>

## Attachment A

ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
209555	STATE OF SOUTH CAROLINA	\$103,855.68	\$89,887.06
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
209770	SC DEPT OF MOTOR VEHICL	\$150.55	\$150.55
CONSIGNEE	NAME	ADDRESS	CITY
209770/10311C	SC DEPT OF MOTOR VEHICLES	10311 WILSON BOULEVARD	BLYTHEWOOD
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
267824	PICKENS COUNTY SCHOOL D	\$14,638.20	\$8,381.53
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
296918	CITY OF MYRTLE BEACH	\$668.04	\$122.10
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
367384	YORK TECHNICAL COLLEGE	\$1,705.50	\$1,228.86
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
390306	DORCHESTER SCHOOL DISTR	\$1,200.10	\$542.83
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
460235	SC DEPARTMENT OF PARKS	\$4,678.90	\$4,147.40
CONSIGNEE	NAME	ADDRESS	CITY
460235/100CC	SC DEPARTMENT OF PARKS	100 WELCOME CENTER PL	FAIR PLAY
460235/100ICC	SC DEPARTMENT OF PARKS	100 I-85	BLACKSBURG
460235/111CC	SC HAMILTON BRANCH STATE	111 CAMPGROUND RD RAN	PLUM BRANCH
460235/1145CC	SC DEPARTMENT OF PARKS	1145 STATE PARK RD	WINDSOR
460235/1205CC	SC DEPARTMENT OF PARKS	1205 PENDLETON ST STE 24	COLUMBIA
460235/1277CC	KINGS MOUNTAIN STATE PARK	1277 PARK ROAD	BLACKSBURG
460235/1591CC	SC DEPT OF PARKS & REC	1591 RESORT DR	MCCORMICK
460235/160CC	SC STATE WELCOME CTR	160 S REST LN	SANTEE
460235/1950CC	SC DEPT OF PARKS	1950 RUTLEDGE RD	MC CLELLANVIL
460235/195CC	SC WELCOME CENTER	195MM I-95	HAMER
460235/2401CC	SC DEPT OF PARKS	2401 STATE PARK RD	GREENVILLE
460235/2555CC	SC DEPARTMENT OF PARKS	2555 SEA ISLAND PKWY	SAINT HELENA
460235/2555PO	SC DEPARTMENT OF PARKS	2555 SEA ISLAND PKWY	SAINT HELENA
460235/624CC	SC DEPT OF PARKS & REC	624 STATE PARK RD	MOUNTAIN RES
460235/881CC	SC DEPARTMENT OF PARKS AND	881 STATE PARK RD	WINNSBORO
460235/COPYCC	SC DEPARTMENT OF PARKS	1205 PENDLETON STREET	COLUMBIA
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
463622	CHARLESTON CO SCHOOL DI	\$239,041.50	\$230,826.61
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
475206	CLEMSON UNIV	\$1,495,443.09	\$616,996.65
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
488140	SC H COOPER BLACK JR ME	\$162.18	\$162.18
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
491907	MUSC UNIV SIDE	\$42,123.70	\$14,360.14
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
495324	STATE DEPT OF EDUCATION	\$3,658.07	\$3,523.78
CONSIGNEE	NAME	ADDRESS	CITY
495324/1429CC	STATE DEPT OF EDUCATION	1429 SENATE ST RM 308	COLUMBIA
495324/309PO	SC DEPARTMENT OF EDUCATION	309 RUTLEDGE BLDG	COLUMBIA
495324/410PO	SC DEPT OF EDUCATION	410 S KAMINSKI ST	GEORGETOWN
495324/	STATE DEPT OF EDUCATION	1429 SENATE ST	COLUMBIA
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
497444	SC DEPARTMENT OF BUDGET	\$7,362.73	\$6,881.34
CONSIGNEE	NAME	ADDRESS	CITY



497444/1201CC	SC DEPARTMENT OF BUDGET	1201 MAIN STREET	COLUMBIA
497444/1919CC	SC DEPT BUDGET AND CONTROL	1919 BLANDING STREET	COLUMBIA
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
500280	SPARTANBURG TECHNICAL C	\$531.46	\$47.99
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
507318	CHEROKEE COUNTY SCHOOL	\$12,025.28	\$6,285.39
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
516352	SC JUDICIAL DEPARTMENT	\$7,212.03	\$7,212.03
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
517852	COASTAL CAROLINA UNIV	\$64,490.92	\$55,332.55
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
540544	SC PROBATION, PAROLE, &	\$2,600.00	\$2,600.00
<b>CONSIGNEE</b>	<b>NAME</b>	<b>ADDRESS</b>	<b>CITY</b>
540544/214PO	SC PROBATION, PAROLE &	214 E MAIN ST., RM 160	PICKENS
540544/2221PO	SC PROBATION PAROLE &	2221 DEVINE ST STE 530	COLUMBIA
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
543802	SC STATE HOUSING	\$12,480.46	\$12,480.46
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
550757	SC GEORGETOWN COUNTY	\$147.64	\$147.64
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
556917	COLLEGE OF CHARLESTON	\$346,747.16	\$134,871.64
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
568599	GREENVILLE TECH	\$17,412.17	\$17,412.17
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
574355	SC EDUC OVERSITE COMMIT	\$33.40	\$0.00
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
575621	SCEIS PROJECT	\$3,913.08	\$3,913.08
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
587943	LIEUTENANT GOVERNORS	\$9,393.99	\$9,393.99
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
594723	TRI-COUNTY TECHNICAL	\$7,690.18	\$7,490.05
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
594980	LANCASTER COUNTY SCHL D	\$21,431.38	\$19,823.90
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
601508	SC DEPT OF HEALTH & HUM	\$6,509.45	\$6,455.89
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
601815	NORTHEASTERN TECHINCAL	\$3,719.56	\$3,719.56
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
604984	LEXINGTON COUNTY SCHOOL	\$214,057.65	\$213,826.20
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
614980	CITY OF NEWBERRY	\$203.64	\$203.64
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
618215	SC LAW ENFORCEMENT	\$46,825.98	\$45,195.18
<b>CONSIGNEE</b>	<b>NAME</b>	<b>ADDRESS</b>	<b>CITY</b>
618215/1021PO	SC LAW ENFORCEMENT	1021 JUSTICE WAY	EFFINGHAM
618215/300PO	SC LAW ENFORCEMENT CTR	300 S CHURCH ST	WALHALLA
618215/4416CC	SC LAW ENFORCEMENT	4416 BROAD RIVER RD	COLUMBIA
618215/4416PO	SC LAW ENFORCEMENT	4416 BROAD RIVER RD	COLUMBIA
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>S1 ITEMS</b>
618311	SC DEPT OF MENTAL HEALT	\$202,240.71	\$187,770.26
<b>CONSIGNEE</b>	<b>NAME</b>	<b>ADDRESS</b>	<b>CITY</b>

618311/1050CC	COASTAL EMPIRE COMMUNITY	1050 RIBAUT ROAD	BEAUFORT
618311/106PO	DORCHESTER MENTAL HEALTH	106 SPRINGVIEW LANE	SUMMERVILLE
618311/1135CC	AIKEN BARNWELL MENTAL	1135 GREGG HIGHWAY	AIKEN
618311/124CC	GREENVILLE MENTAL HEALTH	124 MALLARD STREET	GREENVILLE
618311/125CC	PD MENTAL HEALTH	125 EAST CHEVES STREET	FLORENCE
618311/1547CC	BECKMAN CENTER FOR MENTAL	1547 PARKWAY, STE 100	GREENWOOD
618311/164WCC	WACCAMAW CENTER FOR MENTAL	164 WACCAMAW MEDICAL	CONWAY
618311/166CC	CATAWBA CMHC	223 E MAIN ST STE 300	ROCK HILL
618311/1906CC	SC DEPT OF MENTAL HEALTH	1906 HIGHWAY 521 BYP S	LANCASTER
618311/200CC	SC DEPT OF MENTAL HEALTH	200 MCGEE ROAD	ANDERSON
618311/207CC	OUTWARD BOUND PROGRAM	207 WEST BARR STREET	LANCASTER
618311/20CC	PIEDMONT CENTER	20 POWDERHORN RD	SIMPSONVILLE
618311/2100PO	CHARLESTON ADULT SERVICES	2100 CHARLIE HALL RD	CHARLESTON
618311/215PO	STATE OF SOUTH CAROLINA	215 N MAGNOLIA ST	SUMTER
618311/220CC	SC DEPT OF MENTAL HEALTH	2200 HARDEN STREET	COLUMBIA
618311/220PO	SC DEPT OF MENTAL HEALTH	2200 HARDEN STREET	COLUMBIA
618311/223CC	CATAWBA COMMUNITY MENTAL	223 E MAIN STREET, STE 300	ROCK HILL
618311/223PO	CATAWBA COMMUNITY MENTAL	223 E MAIN ST, STE 300	ROCK HILL
618311/2319CC	ORANGEBURG AREA MHC	2319 SAINT MATTHEWS RD	ORANGEBURG
618311/2414CC	SC DEPT OF MENTAL HEALTH	2414 BULL STREET	COLUMBIA
618311/2414PO	SC DEPARTMENT OF MENTAL	2414 BULL ST	COLUMBIA
618311/250CC	DEPT MENTAL HEALTH	250 DEWEY AVENUE	SPARTANBURG
618311/250PCC	CATAWBA FAMILY CENTER	250 PIEDMONT BOULEVARD	ROCK HILL
618311/2715CC	SC DEPT OF MENTAL HEALTH	2715 COLONIAL DR RM 128	COLUMBIA
618311/301CC	LEXINGTON COUNTY MENTAL	301 PALMETTO PARK BLVD	LEXINGTON
618311/310CC	WACCAMAW CENTER FOR MENTAL	310 EAST KINGSTREE ST	KINGSTREE
618311/350CC	SC DEPT OF MENTAL HEALTH	350 BECKMAN RD	COLUMBIA
618311/350PO	SC DEPT OF MENTAL HEALTH	350 BECKMAN RD	COLUMBIA
618311/3601PO	CHILDREN/ADOLESCENTS	3601-C MEETING STREET R	NORTH CHARLE
618311/403CC	BERKELEY MENTAL HEALTH	403 STONEY LANDING RD	MONCKS CORN
618311/524CC	SC DEPT OF MENTAL HEALTH	524 DOCTORS CT	CHESTER
618311/525CC	WCMH GEORGETOWN	525 LAFAYETTE CIRCLE	GEORGETOWN
618311/717GCC	CATAWBA MENTAL HEALTH	717 GUINN STREET	CLOVER
618311/79012C	SC DEPT OF MENTAL HEALTH	7901 FARROW ROAD	COLUMBIA
618311/79012P	SC DEPT OF MENTAL HEALTH	7901 FARROW RD	COLUMBIA
618311/79013C	SC DEPT MENTAL HEALTH	7901 FARROW RD, BLDG 3	COLUMBIA
618311/79014C	SC DEPT MENTAL HEALTH	7901 FARROW RD, BLDG 4	COLUMBIA
618311/79018C	SCDMH	7901 FARROW RD	COLUMBIA
618311/7901CC	SC DEPT OF MENTAL HEALTH	7901 FARROW RD	COLUMBIA
618311/7901PO	SC DEPT OF MENTAL HEALTH	7901 FARROW RD	COLUMBIA
618311/7901PP	SC DEPT OF MENTAL HEALTH	7901 FARROW ROAD	COLUMBIA
618311/B3CC	SC DEPARTMENT OF MENTAL	7901 FARROW RD	COLUMBIA
618311/US76CC	PATRICK HARRIS HOSPITAL	US 76 ROAD 100	ANDERSON
618311/US76PO	PATRICK HARRIS HOSPITAL	US 76 ROAD 100	ANDERSON
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
618451	UNIVERSITY OF SC-LANCAS	\$3,391.69	\$3,243.29
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
618816	SC DEPARTMENT OF REVENUE	\$24,457.92	\$23,165.90
<b>CONSIGNEE</b>	<b>NAME</b>	<b>ADDRESS</b>	<b>CITY</b>
618816/1452CC	SC DEPARTMENT OF REVENUE	1452 WEST EVANS STREET	FLORENCE
618816/300D	SC DEPARTMENT OF REVENUE	300 D OUTLET POINT BLVD	COLUMBIA
618816/301CC	SC DEPT OF REVENUE	301 GERVAIS ST	COLUMBIA



618816/301	SC DEPT OF REVENUE	301 GERVAIS ST	COLUMBIA
618816/3CC	SC DEPT OF REVENUE	THREE SOUTH PARK CIRCL	CHARLESTON
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
619039	SC DHEC	\$269,848.31	\$258,961.84
<b>CONSIGNEE</b>	<b>NAME</b>	<b>ADDRESS</b>	<b>CITY</b>
619039/101CC	SC DHEC	101 BUSINESS PARK BLVD	COLUMBIA
619039/101PO	SC DHEC	101 BUSINESS PARK BLVD	COLUMBIA
619039/104	SC DHEC - BEAUFORT	104 PARKER DR	BEAUFORT
619039/105PO	SC DHEC - SUMTER	105 NORTH MAGNOLIA STR	SUMTER
619039/105	SC DHEC - SUMTER	105 NORTH MAGNOLIA STR	SUMTER
619039/1362	SC DHEC - CHARLESTON	1362 MCMILLAN AVENUE	CHARLESTON
619039/145CC	SC DHEC - FLORENCE	145 EAST CHEVES STREET	FLORENCE
619039/145PO	SC DHEC - FLORENCE	145 EAST CHEVES ST	FLORENCE
619039/151CC	SPARTANBURG COUNTY PUBLIC	151 E WOOD ST	SPARTANBURG
619039/151PO	SPARTANBURG COUNTY PUBLIC	151 E WOOD ST	SPARTANBURG
619039/1705CC	SC DHEC	1705 W EVANS ST	FLORENCE
619039/1705PO	SC DHEC	1705 WEST EVANS ST	FLORENCE
619039/1736PO	SC DHEC	1736 S MAIN ST	GREENWOOD
619039/1751CC	SC DHEC	1751 CALHOUN ST	COLUMBIA
619039/1751PO	SC DHEC	1751 CALHOUN STREET	COLUMBIA
619039/1777CC	SC DHEC	1777 SAINT JULIAN PL	COLUMBIA
619039/1833PO	LANCASTER CNTY HEALTH	1833 PAGELAND HWY	LANCASTER
619039/2000PO	SC DHEC	2000 HAMPTON ST	COLUMBIA
619039/200CC	GREENVILLE COUNTY PUBLIC	200 UNIVERSITY RIDGE	GREENVILLE
619039/200MCC	PICKENS COUNTY PUBLIC	200 MCDANIEL AVE	PICKENS
619039/200MPO	PICKENS COUNTY PUBLIC	200 MCDANIEL AVE	PICKENS
619039/200PO	GREENVILLE COUNTY PUBLIC	200 UNIVERSITY RIDGE	GREENVILLE
619039/206CC	SC DHEC - AIKEN	206 BEAUFORT STREET NE	AIKEN
619039/2475CC	SC DHEC - LANCASTER	2475 DHEC RD.	LANCASTER
619039/248CC	SC DHEC	248 WALL STREET	BARNWELL
619039/2600CC	BUREAU OF CER HEALTH REG	2600 BULL ST	COLUMBIA
619039/2600PO	SC DHEC	2600 BULL STREET	COLUMBIA
619039/2600	SC DHEC	2600 BULL STREET	COLUMBIA
619039/2830PO	SC DHEC - CONWAY	2830 OAK STREET	CONWAY
619039/301CC	SC DHEC - GREENVILLE	301 UNIVERSITY RIDGE	GREENVILLE
619039/4050PO	SC DHEC REGION 7	4050 BRIDGE VIEW DR #900	NORTH CHARLE
619039/546CC	CATAWBA MENTAL HEALTH	546 S CHERRY RD	ROCK HILL
619039/8231CC	SC DHEC - LABS	8231 PARKLANE RD	COLUMBIA
619039/8231PO	SC DHEC - LABS	8231 PARKLANE RD	COLUMBIA
619039/8231	SC DHEC	8231 PARKLANE RD.	COLUMBIA
619039/85009C	SC DHEC	8500 FARROW RD , BLDG 9	STATE PARK
619039/8500PO	SC DHEC - COLUMBIA	8500 FARROW RD	COLUMBIA
619039/85073C	SC DHEC	8500 FARROW RD	STATE PARK
619039/85073P	SC DHEC	8500 FARROW RD	STATE PARK
619039/8911CC	SC DHEC	8911 FARROW RD.	COLUMBIA
619039/927CC	SC DHEC - MYRTLE BEACH	927 SHINE AVENUE	MYRTLE BEACH
619039/957CC	SC DHEC	957 SHINE AVE	MYRTLE BEACH
619039/CCMOD	SC DHEC	101 BUSINESS PARK BLVD	COLUMBIA
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
622139	CHESTERFIELD COUNTY SCH	\$1,262.38	\$1,221.82
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
625712	SC DEPT OF SOCIAL SERVI	\$3,549.77	\$2,682.99

CONSIGNEE	NAME	ADDRESS	CITY
625712/1535CC	SC DEPT OF SOCIAL SERVICES	1535 CONFEDERATE AVE	COLUMBIA
625712/1535PO	SC DEPT OF SOCIAL SERVICES	1535 CONFEDERATE AVE	COLUMBIA
625712/CPQACC	SC DEPT OF SOCIAL SERVICES	1535 CONFEDERATE AVE	COLUMBIA
625712/CSE2CC	SC DEPT OF SOCIAL SERVICES	3150 HARDEN STREET # 305	COLUMBIA
625712/RADOCC	SC DEPT OF SOCIAL SERVICES	454 ANDERSON RD S # 312	ROCK HILL
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
632436	SC DEPT OF TRANSPORTATI	\$20,136.63	\$17,337.19
CONSIGNEE	NAME	ADDRESS	CITY
632436/1143CC	SC DEPT OF TRANSPORTATION	1143 SCDOT RD	CHESTER
632436/1232CC	SC DEPT OF TRANSPORTATION	1232 J A COCHRAN BYP	CHESTER
632436/124CC	SC DEPT OF TRANSPORTATION	124 PARK RD	LEXINGTON
632436/1400CC	SC DEPT OF TRANSPORTATION	1400 SHOP RD	COLUMBIA
632436/1400PO	SC DEPT OF TRANSPORTATION	1400 SHOP RD	COLUMBIA
632436/1730CC	SC DEPT OF TRANSPORTATION	1730 PAGELAND HWY	LANCASTER
632436/1868CC	SC DEPT OF TRANSPORTATION	1868 OLD GEORGIA HWY	GAFFNEY
632436/203CC	SC DEPT OF TRANSPORTATION	203 MT BETHEL GARMANY F	NEWBERRY
632436/252PO	SC DEPT OF TRANSPORTATION	252 S. PLEASANTBURG DR	GREENVILLE
632436/338CC	SC DEPT OF TRANSPORTATION	338 ROBERTSON RD	ROCK HILL
632436/512CC	SC DEPT OF TRANSPORTATION	512 FAIR STREET	CAMDEN
632436/703CC	SCDOT	703 E CHURCH STREET	BISHOPVILLE
632436/7201CC	SC DEPT OF TRANSPORTATION	7201 FAIRFIELD RD	COLUMBIA
632436/851CC	SC DEPT OF TRANSPORTATION	851 HIGHWAY 25 NORTH	EDGEFIELD
632436/955CC	SC DEPT OF TRANSPORTATION	955 PARK STREET STE G-17	COLUMBIA
632436/955PO	SC DEPT OF TRANSPORTATION	955 PARK STREET, G-17	COLUMBIA
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
632572	LEXINGTON & RICHLAND CT	\$33,001.03	\$33,001.03
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
632659	SC DEPT OF CORRECTIONS	\$27,105.49	\$26,415.46
CONSIGNEE	NAME	ADDRESS	CITY
632659/4420PO	SC DEPT OF CORRECTIONS	4420 BROAD RIVER ROAD	COLUMBIA
632659/4444CC	SC DEPT OF CORRECTIONS	4444 BROAD RIVER RD	COLUMBIA
632659/4444PO	SC DEPT OF CORRECTIONS	4444 BROAD RIVER RD	COLUMBIA
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
632730	SC DEPT OF NATURAL	\$15,966.07	\$14,941.51
CONSIGNEE	NAME	ADDRESS	CITY
632730/1000CC	SC DEPT OF NATURAL	1000 ASSEMBLY STREET	COLUMBIA
632730/1000PO	SC DEPT OF NATURAL	1000 ASSEMBLY ST	COLUMBIA
632730/153CC	SC DEPARTMENT	153 HOPEWELL RD	PENDLETON
632730/217CC	SC DEPARTMENT OF NATURAL	217 FORT JOHNSON RD	CHARLESTON
632730/217PO	SC DEPT OF NAT RESOURCES	217 FORT JOHNSON RD	CHARLESTON
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
635326	SC GOVERNORS OFFICE	\$23,636.99	\$23,636.99
CONSIGNEE	NAME	ADDRESS	CITY
635326/109PO	GOVERNORS OFFICE	109 BEE STREET ROOM 272	CHARLESTON
635326/6439PO	VETERANS AFFAIRS	6439 GARNERS FERRY RD	COLUMBIA
635326/FIN	OFFICE OF THE GOVERNOR	1205 PENDLETON STREET	COLUMBIA
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
636716	HAMPTON SCHOOL DISTRICT	\$5,456.34	\$5,456.34
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS
637730	SC DEPT OF PUBLIC SAFET	\$9,206.82	\$9,206.82
ACCOUNT	NAME	TOTAL SALES	S1 ITEMS

643472	SC TECHNICAL COLLEGE SY	\$698.92	\$433.92
<b>CONSIGNEE</b>	<b>NAME</b>	<b>ADDRESS</b>	<b>CITY</b>
643472/921PO	TECHNICAL COLLEGE OF THE	921 RIBAUT RD	BEAUFORT
643472/CC111	SC TECHNICAL COLLEGE	111 EXECUTIVE CENTER DR	COLUMBIA
643472/	SC TECHNICAL COLLEGE SYSTE	111 EXECUTIVE CENTER DR	COLUMBIA
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
645418	SC STATE LIBRARY	\$1,962.14	\$1,962.14
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
645538	RICHLAND COUNTY SCHOOLS	\$80,121.93	\$79,685.94
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
647224	GEORGETOWN COUNTY SCHOO	\$53,933.16	\$52,095.93
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
647394	SC DEPT OF DISABILITIES	\$3,526.45	\$3,125.81
<b>CONSIGNEE</b>	<b>NAME</b>	<b>ADDRESS</b>	<b>CITY</b>
647394/28373C	SC DEPT OF DISABILITIES	28373 HIGHWAY 76 E	CLINTON
647394/3440CC	DEPARTMENT OF DISABILITIES	3440 HARDEN STREET EXT	COLUMBIA
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
649776	SC LABOR, LICENSE &	\$2,924.09	\$2,148.97
<b>CONSIGNEE</b>	<b>NAME</b>	<b>ADDRESS</b>	<b>CITY</b>
649776/110BT	SC LABOR, LICENSE AND	110 CENTERVIEW DR	COLUMBIA
649776/110CC	SC LABOR, LICENSE AND	110 CENTERVIEW DRIVE	COLUMBIA
649776/110CC	SC FIRE ACADEMY	1314A W DARLINGTON ST	FLORENCE
649776/141CC	FIRE & LIFE SAFETY	141 MONTICELLO TRL	COLUMBIA
649776/141PO	FIRE & LIFE SAFETY	141 MONTICELLO TRL	COLUMBIA
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
649836	SC EMERGENCY MANAGEMENT	\$3,017.32	\$2,873.73
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
650659	SC ELECTION COMMISSION	\$1,278.28	\$1,278.28
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
651108	HORRY COUNTY SCHOOLS	\$35,198.77	\$33,934.92
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
651719	LEXINGTON COUNTY	\$1,220.70	\$1,220.70
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
652267	BERKELY COUNTY GOVERNME	\$1,673.79	\$1,673.79
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
652987	SC VOCATIONAL	\$2,098.19	\$2,098.19
<b>CONSIGNEE</b>	<b>NAME</b>	<b>ADDRESS</b>	<b>CITY</b>
652987/15BACC	SC VOCATIONAL REHAB	15 BATTLESHIP ROAD EXT	CAMDEN
652987/1760CC	SC VOCATIONAL REHAB	1760 NORTH MAIN ST	SUMTER
652987/1951CC	SC VOCATIONAL REHAB	1951 WELLS HWY	SENECA
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
653107	SC LOTTERY COMMISSION	\$4,293.23	\$4,293.23
<b>CONSIGNEE</b>	<b>NAME</b>	<b>ADDRESS</b>	<b>CITY</b>
653107/1333CC	SOUTH CAROLINA LOTTERY	1333 MAIN ST STE 400	COLUMBIA
653107/18CC	SOUTH CAROLINA LOTTERY COM	18 AUGUSTA STREET	GREENVILLE
653107/320CC	SOUTH CAROLINA LOTTERY COM	320 WEST COLEMAN BLVD	MOUNT PLEASA
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
653241	HORRY GEORGETOWN TECHNI	\$29,503.69	\$29,212.69
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
660246	SC EMPLOYMENT SECURITY	\$62,291.63	\$55,651.20
<b>CONSIGNEE</b>	<b>NAME</b>	<b>ADDRESS</b>	<b>CITY</b>
660246/101CC	STATE OF SC EMPLOYMENT	101 MABEL T WILLIS BLVD	WALTERBORO



660246/1228CC	SC EMPLOYMENT SECURITY	546 CHERRY RD STE L	ROCK HILL
660246/12CC	SC EMPLOYMENT SECURITY	12 WALNUT STREET	HAMPTON
660246/1319CC	SC EMPLOYMENT SECURITY	1319 S 4TH ST	HARTSVILLE
660246/1550CC	SC EMPLOYMENT SECURITY	1550 GADSDEN STREET	COLUMBIA
660246/1550PO	SC EMPLOYMENT SECURITY	1550 GADSDEN ST	COLUMBIA
660246/1558CC	FLORENCE EMPLOYMENT	1558 W EVANS ST	FLORENCE
660246/1571CC	SC EMPLOYMENT SECURITY	1571 RICHLAND AVE E	AIKEN
660246/176CC	SC EMPLOYMENT SECURITY	176 LOCKWOOD BLVD FL 3	CHARLESTON
660246/1804CC	SC EMPLOYMENT SECURITY COM	1804 JOE S JEFFORDS HWY	ORANGEBURG
660246/200ACC	SCESC	200A VICTORY LN	CONWAY
660246/2413CC	SC EMPLOYMENT SECURITY	2413 E HIGHWAY 76	MARION
660246/248CC	SC ESC	248 WALL ST	BARNWELL
660246/29CC	SC EMPLOYMENT SECURITY	29 E CALHOUN STREET	SUMTER
660246/309CC	SC EMPLOYMENT SECURITY	309 W WHITNER STREET	ANDERSON
660246/317CC	LIBERTY EMPLOYMENT	317 SUMMIT DR	LIBERTY
660246/4120CC	SC EMPLOYMENT SECURITY	4120 CLEMSON BLVD	ANDERSON
660246/519CC	SC EMPLOYMENT SECURITY	519 MONUMENT ST	GREENWOOD
660246/631CC	SC EMPLOYMENT SECURITY	631 HAMPTON ST	COLUMBIA
660246/705CC	SC EMPLOYMENT SECURITY	705 N WHITE ST	LANCASTER
660246/706CC	SC EMPLOYMENT SECURITY	706 PENDLETON ST	GREENVILLE
660246/764CC	SC EMPLOYMENT SECURITY	764 WILSON STREET	CHESTER
660246/7774CC	SC EMPLOYMENT SECURITY	7774 WEST MAIN STREET	RIDGELAND
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
660314	SC STATE UNIVERSITY/ORA	\$39,031.02	\$36,097.22
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
663148	UNIV OF SC/COLUMBIA	\$82,176.57	\$81,066.63
<b>ACCOUNT</b>	<b>NAME</b>	<b>TOTAL SALES</b>	<b>\$1 ITEMS</b>
663354	SUMTER CNTY SCHOOLS DIS	\$3,179.46	\$1,065.10

OTHER		
\$13,968.62		
OTHER		
\$0.00		
ST	ZIP	TOTAL
SC	29016	\$150.55
OTHER		
\$6,256.67		
OTHER		
\$545.94		
OTHER		
\$476.64		
OTHER		
\$657.27		
OTHER		
\$531.50		
ST	ZIP	TOTAL
SC	29643	\$104.45
SC	29702	\$68.34
SC	29845	\$76.78
SC	298562135	\$66.39
SC	29201	\$2,787.98
SC	29702	\$107.20
SC	298354431	\$88.49
SC	291428668	\$104.45
SC	294589588	\$214.40
SC	29547	\$53.60
SC	29609	\$135.83
SC	299205604	\$161.49
SC	299205604	\$161.49
SC	29664	\$140.89
SC	291808792	\$205.46
SC	29201	\$201.66
OTHER		
\$8,214.89		
OTHER		
\$878,446.44		
OTHER		
\$0.00		
OTHER		
\$27,763.56		
OTHER		
\$134.29		
ST	ZIP	TOTAL
SC	292013730	\$1,139.59
SC	29201	\$1,249.11
SC	29440	\$1,135.08
SC	292013730	\$134.29
OTHER		
\$481.39		
ST	ZIP	TOTAL

SC	29201	\$4,870.92
SC	29201	\$2,491.81
OTHER		
\$483.47		
OTHER		
\$5,739.89		
OTHER		
\$0.00		
OTHER		
\$9,158.37		
OTHER		
\$0.00		
ST	ZIP	TOTAL
SC	29671	\$33.06
SC	292052420	\$2,566.94
OTHER		
\$0.00		
OTHER		
\$0.00		
OTHER		
\$211,875.52		
OTHER		
\$0.00		
OTHER		
\$33.40		
OTHER		
\$0.00		
OTHER		
\$0.00		
OTHER		
\$200.13		
OTHER		
\$1,607.48		
OTHER		
\$53.56		
OTHER		
\$0.00		
OTHER		
OTHER		
\$231.45		
OTHER		
\$0.00		
OTHER		
\$1,630.80		
ST	ZIP	TOTAL
SC	29541	\$77.16
SC	29691	\$5,915.90
SC	29210	\$11,421.45
SC	29210	\$29,411.47
OTHER		
\$14,470.45		
ST	ZIP	TOTAL

SC	29902	\$3,646.50
SC	29485	\$114.62
SC	29801	\$12,705.26
SC	29601	\$9,638.07
SC	29506	\$3,767.40
SC	29646	\$3,731.60
SC	29526	\$8,672.59
SC	29730	\$3,353.38
SC	297207579	\$551.07
SC	29625	\$13,352.65
SC	29720	\$126.50
SC	29681	\$8,146.54
SC	29414	\$61.08
SC	291504943	\$1,674.56
SC	29203	\$327.74
SC	29203	\$13,632.89
SC	29730	\$8,325.77
SC	29730	\$1,083.96
SC	291182042	\$9,777.37
SC	29201	\$14,547.46
SC	292011906	\$826.88
SC	29303	\$8,813.63
SC	29732	\$2,429.71
SC	29203	\$5,166.95
SC	29072	\$8,059.40
SC	29556	\$554.49
SC	292033276	\$19,470.77
SC	29203	\$4,668.67
SC	29405	\$166.95
SC	29461	\$7,436.61
SC	297068644	\$533.16
SC	29440	\$1,828.07
SC	29710	\$613.57
SC	29203	\$4,518.82
SC	29203	\$204.94
SC	29203	\$864.79
SC	29203	\$1,566.20
SC	29203	\$247.33
SC	29203	\$3,088.76
SC	29203	\$1,271.56
SC	29203	\$402.93
SC	29203	\$2,131.61
SC	29621	\$8,063.18
SC	29621	\$2,074.72
OTHER		
\$148.40		
OTHER		
\$1,292.02		
ST	ZIP	TOTAL
SC	29501	\$492.44
SC	29210	\$3,391.79
SC	29201	\$3,933.83

SC	29201	\$13,175.27
SC	29407	\$3,464.59
<b>OTHER</b>		
\$10,886.47		
<b>ST</b>	<b>ZIP</b>	<b>TOTAL</b>
SC	29203	\$2,981.63
SC	29203	\$65.79
SC	29906	\$1,316.89
SC	29150	\$3,532.74
SC	29150	\$8,956.09
SC	29405	\$7,438.40
SC	29506	\$17,382.78
SC	29506	\$1,339.81
SC	293033016	\$4,679.71
SC	293033016	\$4,679.53
SC	29501	\$2,501.42
SC	29501	\$753.54
SC	29646	\$883.04
SC	29201	\$30,530.79
SC	29201	\$6,117.42
SC	292042419	\$10,119.84
SC	29720	\$5,646.09
SC	29204	\$49,137.86
SC	29601	\$3,302.77
SC	29671	\$140.00
SC	29671	\$281.17
SC	29601	\$7,574.48
SC	29801	\$1,123.90
SC	29720	\$1,741.99
SC	29812	\$247.40
SC	29201	\$216.16
SC	29201	\$14,364.70
SC	29201	\$20,260.08
SC	29526	\$6,644.64
SC	296013677	\$55.04
SC	29405	\$20,475.01
SC	29732	\$237.99
SC	292234903	\$2,829.97
SC	29223	\$7,692.02
SC	29223	\$5,042.91
SC	29147	\$893.32
SC	292039109	\$2,360.70
SC	29147	\$1,525.15
SC	29147	\$1,335.56
SC	29203	\$4,270.37
SC	29577	\$383.18
SC	295771522	\$801.36
SC	29203	\$7,985.07
<b>OTHER</b>		
\$40.56		
<b>OTHER</b>		
\$866.78		



ST	ZIP	TOTAL
SC	292011915	\$1,701.15
SC	292011915	\$1,106.45
SC	29201	\$197.58
SC	292020000	\$418.64
SC	297303392	\$125.95
OTHER		
\$2,799.44		
ST	ZIP	TOTAL
SC	29706	\$451.95
SC	297062193	\$375.76
SC	290722042	\$512.82
SC	29201	\$196.52
SC	29201	\$1,096.16
SC	29720	\$776.94
SC	29340	\$82.78
SC	29108	\$298.27
SC	29607	\$2,799.44
SC	297306536	\$570.15
SC	29020	\$268.62
SC	29010	\$166.95
SC	29203	\$990.82
SC	29824	\$439.60
SC	29201	\$145.15
SC	29201	\$10,964.70
OTHER		
\$0.00		
OTHER		
\$690.03		
ST	ZIP	TOTAL
SC	29210	\$23,120.92
SC	29210	\$128.77
SC	29210	\$3,855.80
OTHER		
\$1,024.56		
ST	ZIP	TOTAL
SC	292013117	\$457.62
SC	292013117	\$1,980.37
SC	29670	\$311.94
SC	294129110	\$2,536.59
SC	294129110	\$10,679.55
OTHER		
\$0.00		
ST	ZIP	TOTAL
SC	29401	\$141.96
SC	292091638	\$117.12
SC	29201	\$23,377.91
OTHER		
\$0.00		
OTHER		
\$0.00		
OTHER		

\$265.00		
<b>ST</b>	<b>ZIP</b>	<b>TOTAL</b>
SC	299025441	\$112.50
SC	29210	\$265.00
SC	29210	\$321.42
<b>OTHER</b>		
\$0.00		
<b>OTHER</b>		
\$435.99		
<b>OTHER</b>		
\$1,837.23		
<b>OTHER</b>		
\$400.64		
<b>ST</b>	<b>ZIP</b>	<b>TOTAL</b>
SC	293255328	\$1,189.31
SC	292036835	\$2,337.14
<b>OTHER</b>		
\$775.12		
<b>ST</b>	<b>ZIP</b>	<b>TOTAL</b>
SC	29210	\$336.15
SC	292108432	\$1,208.33
SC	295012122	\$58.80
SC	292039213	\$649.09
SC	292039213	\$671.72
<b>OTHER</b>		
\$143.59		
<b>OTHER</b>		
\$0.00		
<b>OTHER</b>		
\$1,263.85		
<b>OTHER</b>		
\$0.00		
<b>OTHER</b>		
\$0.00		
<b>OTHER</b>		
\$0.00		
<b>ST</b>	<b>ZIP</b>	<b>TOTAL</b>
SC	290202065	\$712.23
SC	29153	\$948.56
SC	296781264	\$437.40
<b>OTHER</b>		
\$0.00		
<b>ST</b>	<b>ZIP</b>	<b>TOTAL</b>
SC	292013377	\$2,083.85
SC	29601	\$482.18
SC	29464	\$1,727.20
<b>OTHER</b>		
\$291.00		
<b>OTHER</b>		
\$6,640.43		
<b>ST</b>	<b>ZIP</b>	<b>TOTAL</b>
SC	29488	\$1,706.40

SC	29732	\$3,194.55
SC	29924	\$522.59
SC	29550	\$1,103.04
SC	29201	\$16,001.65
SC	292012713	\$685.72
SC	295013372	\$5,886.24
SC	29801	\$2,238.62
SC	294035156	\$532.16
SC	291157470	\$665.00
SC	29526	\$711.00
SC	295716350	\$1,153.85
SC	29812	\$272.14
SC	29150	\$128.06
SC	29624	\$6,174.66
SC	296579103	\$2,570.69
SC	29621	\$615.51
SC	296462622	\$405.18
SC	29201	\$8,789.40
SC	297202174	\$953.57
SC	29601	\$6,433.16
SC	29706	\$1,138.91
SC	29936	\$409.53
OTHER		
\$2,933.80		
OTHER		
\$1,109.94		
OTHER		
\$2,114.36		

**Attachment B**

**Personal Computers - Purchase**

<b>Apple</b>	<b>SC WSCA</b>	<b>Georgia WSCA*</b>	<b>Open Market</b>
MB061LL/A MacBook	\$999.00	\$999.00	\$1,299.00
MA710LL/A Imac	\$899.00	\$899.00	\$1,199.00
MA609LL/A 15" MacBook Pro	\$1,799.00	\$1,799.00	\$1,999.00
<b>Dell-Non Educational</b>	<b>SC WSCA</b>	<b>Louisiana WSCA</b>	<b>Georgia WSCA*</b>
Optiplex 740 desktop	\$647.84	\$672.85	\$601.00
Latitude D820 Laptop	\$1,499.28	\$1,540.01	\$1,159.00
Precision M90 Mobile Workstation	\$2,338.81	\$2,338.81	\$1,845.00
<b>Gateway-Educational &amp; Non-Education</b>	<b>SC WSCA</b>	<b>Georgia</b>	<b>Open Market</b>
E-4610D Desktop	\$825.63	\$949.00	\$949.00
E-155C Notebook	\$1,645.61	\$1,849.00	\$1,849.00
FPD1785 17" Black LCD Monitor	\$266.98		\$369.00
<b>Hewlett Packard-Educational &amp; Non-Educational</b>	<b>SC WSCA</b>	<b>Georgia WSCA*</b>	<b>Open Market</b>
(AF879AA#ABA) HP dc7700 Business Desktop Small Form Factor	\$599.00	\$615.02	\$885.00
(PV985AA-SAV) Tablet PC tc4400	\$1,566.00	\$1,465.00	\$1,645.00
(PZ064UA-SAV) HP Business Notebook r	\$1,524.00	\$1,279.00	\$1,849.00
<b>Howard Computers</b>	<b>SC WSCA</b>	<b>Mississippi</b>	<b>Open Market</b>
Panasonic Toughbook 19 Tablet PC Versi	\$3,357.00	N/A	\$3,749.99
Howard A945LPKB	\$621.00	\$652.48	\$758.70
Howard Notebook TW3	\$971.00	N/A	\$1,193.56
<b>IBM</b>	<b>SC WSCA</b>	<b>Georgia WSCA*</b>	<b>Open Market</b>
BladeCenter HS20	\$1,606.02	\$1,606.02	\$1,968.00
M Pro Workstation	\$1,069.23	\$1,069.23	\$1,307.00
X Series 100 Server	\$599.00	\$599.00	\$1,090.00
<b>Lenovo</b>	<b>SC WSCA</b>	<b>Georgia WSCA*</b>	<b>Open Market</b>
M Series Desktop 8811V2G	\$723.00	\$723.00	\$809.00
T Series Notebook	\$1,585.43	\$1,585.43	\$1,703.00
LEN 9417HC2 Flat Panel Monitor	\$219.99	\$219.99	\$229.00
<b>MPCG-Educational &amp; Non-Educational</b>	<b>SC WSCA</b>	<b>Georgia WSCA*</b>	<b>Kentucky</b>
ClientPro 385 Desktop	\$1,099.00	\$1,099.00	\$1,099.00
TRANSPORT U1100 12.1 WXGA G	\$1,618.24	\$1,618.24	\$1,879.00

\* Georgia prices are much cheaper because they get a better discount because they have standardized their PC purchasing.

#### Mail Machines - Purchase

Hasler	SC WSCA	AZ WSCA	Open Market
WJ220SYSM	\$7,773.00	\$7,773.00	\$9,479.00
WJ250SYSM	\$9,918.00	\$9,918.00	\$12,095.00

Neopost	SC WSCA	AZ WSCA	GSA
IJ70	\$4,018.82	\$4,018.82	\$4,901.00
IJ80	\$5,024.27	\$5,024.27	\$6,127.00
IJ110	\$10,253.00	\$10,253.00	\$12,504.00

Pitney Bowes	SC WSCA Purchase	AZ WSCA	Open Market
DM 900 - Non WOW	\$14,122.00	\$14,122.00	\$15,185.00
DM 900 - WOW Based	\$20,086.00	\$20,086.00	\$21,598.00

One Card	SC STC	Open Market
CS Gold Stored Value and Credit - 10,000	\$6,300.00	\$9,000.00
CS Gold Meal Plans - 3,000 patrons	\$3,850.00	\$5,500.00
CS Locations - 100 locations	\$3,500.00	\$5,000.00
CS Entitlements - 10,000 patrons	\$6,300.00	\$9,000.00

Monitoring - Active	SC STC	Delaware	Illinois
BI			
ExacuTrack Active Tracking	\$8.99	\$8.99	\$9.30
ExacuTrack On-Demand Tracking	\$7.24	\$7.24	\$8.55

SecureAlert	SC WSCA	New Jersey STC	Open Market
TrackerPal Daily Rate	\$7.25	\$8.00	\$8.00

Isecuretrac		Isecuretrac	
2250L GPS Tracking Unit Level 1	\$6.85	2250L GPS Tracking Unit Level 1	\$6.85
2250L GPS Tracking Unit Level 2	\$7.35	2250L GPS Tracking Unit Level 2	\$7.35

#### Monitoring - Passive

Protech Monitoring	SC WSCA	North Carolina WSCA	Open Market
Passive Level 1	\$3.92	\$3.92	\$4.25
Passive Level 2	\$4.41	\$4.41	\$5.00
Passive Level 3	\$4.90	\$4.90	\$5.50

**G4S Justice Services**Alcohol Monitoring Service and  
Equipment, Per day**SC WSCA****Open Market**

\$1.00

\$1.92

Random/Scheduled Tracking  
System (Category 1) Per day

\$2.15

\$4.13

Alcohol Monitoring with Electronic  
Monitoring (Category 2) Per day

\$3.00

\$5.76

**Lot 1-PRINTERS****Brother**

a) Model # HL-2070N

b) Model # HL-6050D

c) Model # HL-6050DN

**State of SC****Contract Price**

\$149.00

\$399.00

\$499.00

**Open Market Price**

\$152.00

\$354.35\*

\$422.67\*

Cheaper then State contract.

Cheaper then State contract.

**Epson**

a) Model # R320

b) Model # CX5800F

c) Model # CX11NF

**State of SC****Contract Price**

\$164.00

\$119.00

\$637.00

**Open Market Price**

\$179.00

\$131.04

\$499.00

Cheaper then State contract.

**Kyocera Mita**

a) Model # FS-820

b) Model # FS-2000D

c) Model # FS-4000DN

**State of SC****Contract Price**

\$295.00

\$780.00

\$1,240.00

**Open Market Price**

\$309.00

\$778.00

\$1,236.00

Cheaper then State contract.

Cheaper then State contract.

**Murtec**

a) Model # MFX-1430D

b) Model # MFX-1330

c) Model # MFX-2030

**State of SC****Contract Price**

\$1,816.75

\$1,803.75

\$2,648.75

**Open Market Price**

\$2,211.00

\$1,975.14

\$2,796.18

**Oce' North America**

a) Model # sx1480

**State of SC****Contract Price**

\$1,271.00

**Open Market Price**

\$1,293.00

b) Model # fx3000	\$971.00	\$992.00
c) Model # im2330	\$4,238.00	\$4,420.00

	<u>State of SC</u>	<u>Open Market Price</u>	
Ricoh	Contract Price		
a) Model # GX3000	\$180.00	\$176.99	Cheaper then State contract.
b) Model # CL3500N	\$639.00	\$499.99	Cheaper then State contract.
c) Model # C811DN	\$3,368.00	\$3,599.99	

	<u>State of SC</u>	<u>Open Market Price</u>	
Samsung	Contract Price		
a) Model # CLP-300N	\$331.61	\$299.99	Cheaper then State contract.
b) Model # CLP-600N	\$462.97	\$499.99	
c) Model # ML-3560	\$623.78	\$729.29	

	<u>State of SC</u>	<u>Open Market Price</u>	
Toshiba	Contract Price		
a) Model # e-STUDIO205	\$1,051.00	\$1,658.75	
b) Model # e-STUDIO300P	\$475.00	\$611.58	
c) Model # e-STUDIO500P	\$1,277.00	\$1,757.00	

	<u>State of SC</u>	<u>Open Market Price</u>	
Xerox	Contract Price		
a) Model # Workcentre Pro 133	\$6,448.00	\$8,867.70	
b) Model # Workcentre 7132	\$5,299.00	\$5,043.00	Cheaper then State contract.
c) Model # Phaser 6300	\$1,454.00	\$1,399.00	Cheaper then State contract.

	<u>State of SC</u>	<u>Open Market Price</u>	
Zebra	Contract Price		
a) Model # P640i	\$4,566.74	\$7,995.00	
b) Model # P310i	\$1,653.62	\$2,895.00	
c) Model # P420i	\$2,281.94	\$3,995.00	

	<u>State of SC</u>	<u>Open Market Price</u>	
Canon	Contract Price		
a) Model # 1023iF	\$1,230.00	\$1,569.00	

b) Model # 1023N

\$1,050.00

\$1,385.00

\*\* only 2 models on contract

# RISO

a) Model # RZ220

b) Model # RZ310

c) Model # RZ390

State of SC	Open Market Price
Contract Price	
\$4,496.00	\$5,995.00
\$5,996.00	\$7,995.00
\$7,496.00	\$9,995.00

# DIS

a) Model # DCP360i

b) Model # XID 570i

c) Model # XID 580i

State of SC	Open Market Price
Contract Price	
\$3,820.75	\$4,200.00
\$5,435.75	\$5,800.00
\$5,097.00	\$5,400.00

# Lot 2-SCANNERS

# Epson

a) Model # GT-15000

b) Model # 4490

c) Model # 4990

State of SC	Open Market Price
Contract Price	
\$1,043.00	\$1,414.95
\$311.00	\$339.99
\$533.00	\$449.00

# Bowe Bell & Howell

a) Model # 8090SB

b) Model # sidekick 1200

c) Model # truper 3600

State of SC	Open Market Price
Contract Price	
\$14,556.14	\$19,395.00
\$915.74	\$962.00
\$4,479.38	\$6,764.00

# Kodak

a) Model # i1210

b) Model # scan station 100

c) Model # i65

State of SC	Open Market Price
Contract Price	
\$632.90	\$672.99
\$2,459.99	\$2,505.66
\$1,379.99	\$1,472.31

# Ricoh

State of SC	Open Market Price
Contract Price	



a) Model # IS330DC	\$2,297.00	\$3,495.00
b) Model # IS760	\$3,902.00	\$5,795.00
c) Model # IS760D	\$4,564.00	\$6,795.00

### Lot 3-FACSIMILE EQUIPMENT

	<u>State of SC</u>	<u>Open Market Price</u>
<b>Brother</b>	<b>Contract Price</b>	
a) Model # FAX-1360	\$89.00	\$90.89
b) Model #PPF-4750e	\$495.00	\$894.00
c) Model # FAX2820	\$199.00	\$364.32
<b>Panasonic</b>		
a) Model # UF-8000	\$1,389.00	\$2,058.00
b) Model # DX-800-AUG	\$1,051.00	\$2,595.00
c) Model # UF-6000-AUR	\$930.00	\$1,795.00
<b>Ricoh</b>		
a) Model # FAX4420L	\$1,417.00	\$2,245.00
b) Model # FAX4420NF	\$1,420.00	\$2,290.00
c) Model # FAX5510L	\$2,272.00	\$4,395.00
<b>Kyocera Mita</b>		
a) Model # KM-F650	\$1,121.00	\$2,451.51
b) Model # KM-F1060	\$1,442.00	\$2,245.00
c) Model # KM-1820	\$1,199.00	\$1,319.95
<b>Samsung</b>		
a) Model # SF560	\$288.04	\$430.00
b) Model # SF-565P	\$341.66	\$294.87
<b>Oce North America</b>		
a) Model # sx2100	\$1,095.00	\$1,275.00
b) Model # sx1480	\$1,695.00	\$1,825.00
c) Model # fx2080	\$2,995.00	\$3,345.00

\*\* only 2 models on contract

**Muratec**

a) Model # F-520	\$1,429.35	\$2,096.66
b) Model # F-300	\$1,101.75	\$1,430.66
c) Model # F-560	\$1,819.35	\$1,929.60

**Toshiba**

a) Model # e-STUDIO50F	\$436.00	\$898.00
b) Model # e-STUDIO170F	\$665.00	\$1,100.00
c) Model # e-STUDIO190F	\$900.00	\$1,298.00

**Canon**

a) Model # 510	\$595.00	\$829.29
b) Model # 2050P	\$475.00	\$708.08

\*\* only 2 models on contract

**Lot 4-SHREDDERS****Dahle**

	<b>State of SC Contract Price</b>	<b>Open Market Price</b>
a) Model # 20452	\$6,047.25	\$8,796.00
b) Model # 20304	\$402.75	\$582.00
c) Model # 20506	\$672.75	\$972.00

**MBM Corporation**

a) Model # 2240	\$175.45	\$197.78
b) Model # 2260	\$307.45	\$284.58
c) Model # 2404	\$697.95	\$918.98

**IT TEMP SERVICES**

	<b>SC State Price</b>	<b>State of GA</b>	<b>State of WIS</b>
System Applications Analysts	\$75.00	\$80.00	\$85.00
Data Architect	\$105.00	\$125.00	\$125.00
Data Base Administrators	\$75.00	\$70.00	\$80.00
Client Technologies Technician	\$35.00	\$45.00	\$45.00
Network Engineer	\$67.00	\$70.00	\$70.00
Network administrator	\$48.00	\$70.00	\$75.00
Network Technicians	\$35.00	\$44.00	\$45.00
Internet Web Engineer	\$65.00	\$68.00	\$70.00

Web Designer	\$44.00	\$45.00	\$45.00
Computer Operator	\$35.00	\$40.00	\$45.00
Technical Trainers	\$45.00	\$50.00	\$45.00
Security Analyst	\$80.00	\$85.00	\$85.00
System Software Programmers	\$83.00	\$80.00	\$85.00
Business Analyst	\$75.00	\$78.00	\$75.00
Project Management	\$150.00	\$170.00	\$150.00

#### Classroom Training

	<u>SC State Price</u>	<u>State of NC</u>	<u>State of MA</u>
access Level 1	\$79.00	\$85.00	\$87.00
MS Project	\$125.00	\$155.00	\$150.00
Excel 1	\$79.00	\$85.00	\$89.00
Java Programming	\$280.00	\$325.00	\$550.00

#### Business Cards

	<u>SC State Price</u>	<u>Open Market Average</u>	<u>OIR Print Shop</u>
Lot of 500 1 color other than black	\$15.50	\$35.00	\$58.00
Lot of 500 2 color other than black	\$19.50	\$41.00	\$74.50

#### Novell

	<u>SC State Price</u>	<u>State of MA</u>	<u>State of PA</u>
Open ENT Server & Prior Lic, 871-006372	\$100.92	\$96.83	\$103.52
GroupWise 7 & Prior Lic, 873-008388	\$82.94	\$79.58	\$85.08
Zenworks 7 Desktop Mgt & prior 1-device/user Lic, 873-008358	\$40.02	\$38.40	\$41.05

#### MS Academic Select

	<u>SC State Price</u>	<u>State of LA</u>	<u>State of MI</u>
79P-01195	\$50.77	\$51.28	\$50.77
P73-01825	\$80.48	\$81.27	\$80.48
66J-00592	\$48.84	\$49.33	\$48.84

#### MS Govt Select

	<u>SC State Price</u>	<u>State of LA</u>	<u>State of MI</u>
79P-01207	\$308.28	\$311.36	\$317.53
P73-01833	\$464.16	\$468.80	\$478.08
66J-00654	\$120.84	\$122.05	\$124.47

#### Enterprise

	<u>SC State Price</u>	<u>State of LA</u>	<u>State of MI</u>
269-05924	\$155.82	\$155.82	\$66.59

E85-01013	\$50.00	\$50.00	\$51.29
W06-00020	\$63.46	\$63.46	\$64.30

<u>Oracle</u>	<u>SC State Price</u>	<u>Ohio</u>	<u>New York</u>
Single Order less than \$100,000.00	27.3%	19.5%	25.0%
Single Order between \$100,001.00 & 250,000.00	31.3%	18%	30.0%
Single Order between \$250,001.00 & 375,000.00	35.3%	16.5%	35.0%
Single Order above \$375,001.00 & above	41.3%	15.5%	40.0%